**Director’s Corner**

Slow over the Summer? Not Prospect Research. We look forward to welcoming the 12 student interns who will help us have a productive (& fun) June, July, and August as we focus on a number of key projects:

- Data modeling using statistical software “R” (plus our own Rich Horne, who received an “A” in his “R” class);
- Qualification of non-legacy parent and grateful patient prospects;
- Electronic screening of key constituencies; and
- Updating the top 50 C&F board memberships & adding 50-100 top organizations to the annual review.

And, as always, prospecting, prospecting, prospecting, in particular for the areas of Science, C&F, Finance, Media & Technology.

Updates and results to come!

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**Get to Know the Research Staff**

Match the information on the right with the corresponding researcher ...Answers below!

- A. This researcher was a founding member of the Yale Economic Review—now on news stands! The YER’s introductory issue is available at 270+ Barnes & Nobles and is far outpacing the average sell-through rate for periodicals. Watch out Harvard Business Review!

- B. This researcher volunteers with four local nonprofit organizations, including Yale’s own Office of International Students and Scholars, and through this group is an informal host to a graduate student in physics from China.

- C. This researcher was elected to chair next year’s annual meeting for the New England Development Research Association—now the largest chapter of the Association of Professional Researchers for Advancement.

- D. This researcher and two co-authors will publish their study, “Understating the North-South Knowledge Divide and its Implications for Policy: A Quantitative Analysis of the Generation of Scientific Knowledge in the Environmental Science,” in an upcoming issue of Environmental Science and Policy.

Answers: A. Rich  B. Dana  C. Nancy  D. Patty

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**Where Are They Now?**

- Former Researcher Rick Gropper has left his position as assistant director for annual and special giving at SOM and will begin a Master’s program in real estate development at Columbia this Fall.

- Former Researcher Erica Thomas YC ’03 will be receiving her MBA from SOM this month before moving to Seattle to work for Microsoft.

- Former Researcher Jennifer McFadden has completed her first year at SOM studying the new integrated, multidisciplinary core curriculum designed by Dean Podolny.

**Moving On...**

Researcher Patty Gonzales-Lazarte is leaving us a year earlier than expected to relocate with her husband to East Lansing, Michigan! Patty’s husband, a PhD student in biomedical engineering, will defend his dissertation this month before moving on to Michigan State. Patty already has an interview at the university’s Office of Development, though she hopes to have the opportunity to work at the Office of Sustainability! Patty’s last day will be June 26.

We wish Patty and all of our former colleagues the best of luck with their new endeavors!
SPRING CONFERENCE HIGHLIGHTS

On April 26 and 27, the New England Development Research Association (NEDRA.org) held its annual conference in Ogunquit, Maine. This year’s gathering was particularly special as the organization celebrated its 20th anniversary. Michele Whitney, Dana Ciccone, and NEDRA board member Nancy Faughnan were in attendance. Information gained from programs on prospect strategy, database analytics and predictive modeling, have already been put to good use with our own resources.

This month, Melinda Papowitz spoke to the Planned Giving Group of Connecticut (PGGCT.org) about rating major gifts prospects. An addendum from Jenni Whitfield addressed the differences in identifying strong major gifts and planned giving prospects, and a hands-on ratings exercise facilitated much interesting and useful discussion with our peers from around the state. Research continues to improve methods for planned giving prospecting and rating and look forward to working with Eileen Donohue and (former PGGCT president) Mary Beth Congdon.

YALE TRIVIA!

This stage actress and Drama School alumna is the most honored performer in the history of the Tony awards. Can you name her?

Please email answers to: prospectresearch@yale.edu. One correct respondent will win a prize!

Congratulations to the correct respondents for last month’s trivia question: Dave Vogel (our most reliable trivia player), Martha McGrail (who self-identified as the alum’s major gifts officer!), and Pat Zandy. The Eli with six grandchildren studying at Yale is former Corporation member Stanley Resor ’39 (though one just graduated!). Grandchildren include hockey player Helen Resor ’09 who represented the USA at the 2006 Winter Olympics.

SOURCE TIP: CONNECTING THE CONNECTED

BusinessWeek.com’s new relationship mapping feature streamlines the process of making connections via corporate boards. Though still in Beta testing, users can now click on the names of executives or board members within company profiles to see what other boards they serve on, as well as with whom they serve! This is a great tool for finding Yale connections in the business world as well as for prospecting for Yale Friends.

Let’s use Rob Glaser ’83 as an example.

1. Visit BusinessWeek.com and to the far right of the page click “Company Lookup” to search by company name or ticker symbol. Rob is CEO of RealNetworks.

2. After opening the company profile, click the “People” tab, where we find that Rob is linked to 11 individuals. Click on the “11 Relationships” link.

3. A diagram shows all of the individuals who have a connection to Rob by way of any corporate boards on which he sits. Under each individual’s name is their primary corporate affiliation followed by the overlapping board affiliation. There are even executive profiles accessible by clicking on the names.

Note that this tool works best with individuals affiliated with publicly-traded companies.